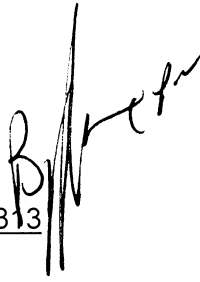


DATE: April 15, 2005
TO: Municipal Clerk
FROM: Byron E. Johnson, C.P.M.
Director of Purchasing x 4313
THRU: Aurora Wells
Bid Clerk ext. 4038



Please place the following item on the **CONSENT** agenda for the Council Meeting of **APRIL 26, 2005**.

Item should read as follows:

Solicitation No.: 2005-098 Portable Cardiac Monitor/Defibrillator
Award to: Medtronics Emergency Response Systems
Redmond, WA
Item (s): Part One
Item O1 Portable Cardiac Monitor/Defibrillator
13 each @\$23,966.68

Amount: \$311,566.84
Item O2 Less Trade-In Allowance for
13 each @ \$4,000.00, Zoll M Series
Cardiac Monitor/Defibrillators -52,000.00
Net Cost \$259,566.84

Department: El Paso Fire Department
Funds available: 04250201-508007-27203-PMB0002130 (\$47,699.00)
04252003-508012-27260-PMB0004130 (\$113,867.84)
04102008-508010-27131-P540008 (\$100.00.00)
04250203-508012-27251-PMB0003130 (\$50.000)
Funding source: FY2001 Certificates of Obligation for City Equipment
FY2003 Certificates of Obligation for City Equipment
FY1998 Certificates of Obligation for City Equipment
FY2002 Certificates of Obligation for City Equipment

Total award: \$311,566.84
District (s): All

The Fire and Purchasing Departments recommend award to Medtronics Emergency Response Systems, as indicated, as this vendor has provided the Best Value Bid. Three lower bids were received but did not meet specifications as noted in the Fire Department's recommendation memo.

This is a best value single (one-time) purchase, to purchase Portable Cardiac Monitor/Defibrillators as required by the El Paso Fire Department. There are options to purchase up to one-hundred percent (100%) of the original contract quantities, at the same unit price, if the option is exercised within thirty (30) days, sixty (60) days, ninety

(90) days, one-hundred and twenty (120) days, and one-hundred eighty (180) days from the date of award of the contract. No prompt payment discount is offered.

Contact person: Alfonso Guerrero, Procurement Analyst at 541-4654.

AGENDA FOR: APRIL 26, 2005

**CITY OF EL PASO, TEXAS
REQUEST FOR COUNCIL ACTION (RCA)**

DEPARTMENT: Fire

AGENDA DATE: April 13, 2005

CONTACT PERSON/PHONE: Michael Calderazzo or Janet Walker/771-1071

DISTRICT(S) AFFECTED: 8

SUBJECT:

APPROVE a resolution / ordinance / lease to do what? **OR AUTHORIZE** the City Manager to do what? Be descriptive of what we want Council to approve. Include \$ amount if applicable.

Approve award of bid solicitation number 2005-098 Portable Cardiac Monitor/Defibrillators to Medtronic Emergency Response Systems, 11811 Willows Rd. NE, Redmond, WA, 98073 for thirteen (13) new monitor/defibrillators at a total cost of \$259,566.84.

BACKGROUND / DISCUSSION:

Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?

These thirteen monitor/defibrillators will be used to replace aging Zoll monitors, which are becoming cost-prohibitive to maintain. The monitors are a critical part of the Advanced Life Support care that Fire Department units provide throughout the city.

PRIOR COUNCIL ACTION:

Has the Council previously considered this item or a closely related one?

No.

AMOUNT AND SOURCE OF FUNDING:

How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

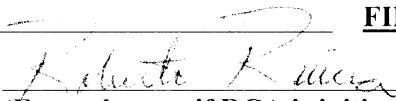
See attached memo.

BOARD / COMMISSION ACTION:

Enter appropriate comments or N/A

*****REQUIRED AUTHORIZATION*****

LEGAL: (if required) _____ **FINANCE:** (if required) _____

DEPARTMENT HEAD: 
(Example: if RCA is initiated by Purchasing, client department should sign also)
Information copy to appropriate Deputy City Manager

APPROVED FOR AGENDA:

CITY MANAGER: _____

DATE: _____

PROJECT FORM

DATE: April 15, 2005

PROJECT: Portable Cardiac Monitor/Defibrillator
BID NO: 2005-098 DEPARTMENT: Fire
BUDGET NO: 04250201-508007-27203-PMB0002130 (\$47,699.00)
04252003-508012-27260-PMB0004130 (\$113,867.84)
04102008-508010-27131-P540008 (\$100.00.00)
04250203-508012-27251-PMB0003130 (\$50.000)
FUNDING SOURCE: FY2001 Certificates of Obligation for City Equipment
FY2003 Certificates of Obligation for City Equipment
FY1998 Certificates of Obligation for City Equipment
FY2002 Certificates of Obligation for City Equipment

REPRESENTATIVE DISTRICT(S): All

RECOMMENDATION:

Vendor:	Medtronics Emergency Response Systems		
	Redmond, WA		
Item:	Part One		
	Item O1	Portable Cardiac Monitor/Defibrillator	
		13 each @ \$23,966.68.....	\$311,566.84
	Total Recommended Award		\$311,566.84
	Item O2	Less Trade-In Allowance for	
		13 each @ \$4,000.00, Zoll M Series	
		Cardiac Monitor/Defibrillators	- 52,000.00
	Net Cost		\$259,566.84

The Fire and Purchasing Departments recommend award to Medtronics Emergency Response Systems, as indicated, as this vendor has provided the Best Value Bid. Three lower bids were received but did not meet specifications as noted in the Fire Department's recommendation memo.

This is a best value single (one-time) purchase, to purchase Portable Cardiac Monitor/Defibrillators as required by the El Paso Fire Department. There are options to purchase up to one hundred percent (100%) of the original contract quantities, at the same unit price, if the option is exercised within thirty (30) days, sixty (60) days, ninety (90) days, one-hundred and twenty (120) days, and one-hundred eighty (180) days from the date of award of the contract. No prompt payment discount is offered.

BIDS SOLICITED- 76__ (7 local)
BIDS RECEIVED- 04__
"NO BID" RECEIVED 05__
CURRENT TAXES PAID- XX__
OUT-OF-TOWN- XX__

TOTAL RECOMMENDED AWARD: \$311,566.84

COUNCIL APPROVED _____ REJECTED _____ CITY CLERK _____

APPROVED:  COUNCIL MEETING DATE: April 26, 2005

Byron E. Johnson, C.P.M.
Director of Purchasing

JOE WARDY
MAYOR

JOYCE WILSON
CITY MANAGER

ROBERTO RIVERA
FIRE CHIEF



CITY COUNCIL
SUSAN AUSTIN, DISTRICT 1
ROBERT A. CUSHING, JR., DISTRICT 2
ALEXANDRO LOZANO, DISTRICT 3
JOHN F. COOK, DISTRICT 4
PRESI ORTEGA, DISTRICT 5
PAUL J. ESCOBAR, DISTRICT 6
VIVIAN ROJAS, DISTRICT 7
ANTHONY W. COBOS, DISTRICT 8

FIRE DEPARTMENT

M E M O R A N D U M

To: Al Guerrero
City Purchasing

From: Michael Calderazzo *MC*
Maintenance Chief

Subject: Solicitation Number 2005-098

Date: April 13, 2005

After reviewing the submitted bids with personnel from Texas Tech, we recommend award of solicitation number 2005-098 to Medtronic Emergency Response Systems, as the only responsive bidder for thirteen (13) portable cardiac monitor/defibrillators. Total award for this contract is \$259,566.84. This amount reflects the selection of option item O1 for (13) monitors/defibrillators with non-invasive blood pressure monitoring and a discount from thirteen (13) trade-in Zoll Monitors (item O2) at \$4,000.00 each.

Three other bidders submitted bids for this contract, but they were disqualified for the following reasons:

- Welch Allyn: Pacing current output does not start at 0mA.
- Zoll: Lead/Acid battery does not comply with specifications calling for Ni-Cads. Lead/Acid batteries have longevity and maintenance problems and were specifically excluded from the bid specification as a power source.
- Phillips: Gas calibration requirement as specified in their bid is unacceptable and noncompliant.



Funding for this contract is available from the following sources:

\$ 47,699 ---- 508007 / 04250201 / 27203 / PMB0002130

\$ 113,867.84 ---- 508012 / 04252003 / 27260 / PMB0004130

\$ 100,000 --- 508010 / 04102008 / 27131 / P540008

\$ 50,000 --- 508012 / 04250203 / 27251 / PMB0003130

These units will be distributed throughout the city, so all districts are affected by this acquisition. If you have any questions, please call me at 771-1071 or Chief Janet Walker at 771-1000.



CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR					BID # 2005-098			
BID DATE: FEBRUARY 23, 2005					DEPARTMENT: FIRE			
			MED SOURCE SOUTHWEST DALLAS, TX		MEDTRONIC EMERGENCY RESPONSE SYSTEMS REDMOND, WA		MONITECH, INC. RIO RANCHO, NM	
PART ONE (ONE TIME PURCHASE)								
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1.	13 EACH	PORTABLE CARDIAC MONITOR/DEFIBRILLATOR, AS PER SPECIFICATIONS	\$0.00 <small>SEE QUOTATION</small>	\$264,817.00	\$23,216.68	\$301,816.84	\$13,135.00	\$170,755.00
MANUFACTURER			PHILIPS MEDICAL		MEDTRONIC		WELCH ALLYN	
MODEL NUMBER			M3536A		LIFEPAK 12		971083E	
OPTIONAL ITEMS (OPTIONAL ITEMS ARE SUBJECT TO THE AVAILABILITY OF FUNDING.)								
O1.	13 EACH	PORTABLE CARDIAC MONITOR/ DEFIBRILLATOR, AS PER SPECIFICATIONS (to non-invasive Blood Pressure Monitoring)	\$0.00 <small>SEE QUOTATION</small>	\$298,942.00 <small>(ALL INCLUSIVE)</small>	\$23,966.68	\$311,566.84	\$15,375.00	\$199,875.00
MANUFACTURER			PHILIPS MEDICAL		MEDTRONIC		WELCH ALLYN	
MODEL NUMBER			M3536A		LIFEPAK 12		971084E	
TRADE-IN ALLOWANCE (OPTIONAL)			PURCHASE QTY 22 EA M3536A \$366,264.00					
O2.	22 EACH	ZOLL M SERIES CARDIAC MONITOR/DEFIBRILLATORS UNITS ARE IN WORKING CONDITION.	\$5,000.00 TRADE-IN ALLOWANCE PER UNIT		\$4,000.00 TRADE-IN ALLOWANCE PER UNIT		\$33,000.00 TOTAL TRADE-IN ALLOWANCE PER UNIT	
O2.	13 EACH	NON-INVASIVE BLOOD PRESSURE MONITORING	\$0.00		\$0.00		\$2,240.00	

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-1-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR BID DATE: FEBRUARY 23, 2005			BID # 2005-098 DEPARTMENT: FIRE	
		MED SOURCE SOUTHWEST DALLAS, TX	MEDTRONIC EMERGENCY RESPONSE SYSTEMS REDMOND, WA	MONITECH, INC. RIO RANCHO, NM
O3.	SERVICE CONTRACTS	SEE ATTACHED		
O3-1.	EXTENDED WARRANT FOR 1 YEAR	\$0.00	\$1048.00 EACH REPAIR SHIP IN W/BATTERY COVERAGE	NO CHARGE
O3-2.	EXTENDED WARRANTY FOR 3 YEARS	\$0.00	\$3144.00 EACH REPAIR SHIP IN W/BATTERY COVERAGE	\$250.00 PER UNIT
O3-3.	EXTENDED WARRANT FOR 5 YEARS	\$0.00	\$5240.00 EACH REPAIR SHIP IN W/BATTERY COVERAGE	\$250.00 PER UNIT
O3-4.	PREVENTIVE MAINTENANCE SERVICE FOR 1 YEAR	\$0.00	\$310.00 EACH ON-SITE INSP NO BATTERIES INCLUDED	NO CHARGE
O3-5.	PREVENTIVE MAINTENANCE SERVICE FOR 3 YEARS	\$0.00	\$930.00 EACH ON-SITE INSP NO BATTERIES INCLUDED	INCLUDED WITH EXTENDED WARRANTY PURCHASE
O3-6.	PREVENTIVE MAINTENANCE SERVICE FOR 5 YEARS	\$0.00	\$1550.00 EACH ON-SITE INSP NO BATTERIES INCLUDED	INCLUDED WITH EXTENDED WARRANTY PURCHASE
O3-7.	ON-SITE SERVICE PROGRAM FOR 1 YEAR	\$0.00	N/A	NOT AVAILABLE

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 


DATE: 3-1-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR		BID # 2005-098	
BID DATE: FEBRUARY 23, 2005		DEPARTMENT: FIRE	
		MED SOURCE SOUTHWEST DALLAS, TX	MEDTRONIC EMERGENCY RESPONSE SYSTEMS REDMOND, WA
O3-8.	ON-SITE SERVICE PROGRAM FOR 3 YEARS	\$0.00	N/A
O3-9.	ON-SITE SERVICE PROGRAM FOR 5 YEARS	\$0.00	N/A
<p>THE CITY AT ITS SOLE DISCRETION MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF ITEMS, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF PURCHASING ONE HUNDRED PERCENT (100%) OF THE ORIGINAL CONTRACT QUANTITIES, AT THE SAME UNIT PRICE, IF THE OPTION IS EXERCISED WITHIN:</p> <p>A. THIRTY (30) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>B. SIXTY (60) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p>		<p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p>	<p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input checked="" type="checkbox"/> NO <input type="checkbox"/></p>

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-1-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR				BID # 2005-098	
BID DATE: FEBRUARY 23, 2005				DEPARTMENT: FIRE	
		MED SOURCE SOUTHWEST DALLAS, TX	MEDTRONIC EMERGENCY RESPONSE SYSTEMS REDMOND, WA	MONITECH, INC. RIO RANCHO, NM	
C. NINETY (90) DAYS FROM DATE OF AWARD OF THE CONTRACT.		YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	
D. ONE-HUNDRED AND TWENTY (120) DAYS FROM DATE OF AWARD OF THE CONTRACT.		YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	
E. ONE-HUNDRED AND EIGHTY (180) DAYS FROM DATE OF AWARD OF THE CONTRACT.		YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	
F. NO OPTION OFFERED.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
PAYMENT TERMS:		.5%-10 DAYS / .25%-20 DAYS 0%-30 DAYS / NET - 30 DAYS	NET-30 DAYS		NET - 30 DAYS
PART TWO (ITEMS AS REQUIRED)					
ITEM 1.	PARTS AND ACCESSORIES AS NEEDED. ALL AVAILABLE PARTS AND ACCESSORIES FOR THE PORTABLE CARDIAC MONITOR/DEFIBRILLATOR				
PRODUCT MANUFACTURER		PHILIPS MEDICAL SYSTEM	MEDTRONIC EMERGENCY RESPONSE SYSTEMS		WELCH ALLYN
NET, DISCOUNT, OR MARK-UP PROPOSED FROM THE MANUFACTURER'S PRODUCT PRICE LIST		<div style="text-align: center;"> NET <input type="checkbox"/> - 12.5% Discount <input checked="" type="checkbox"/> + _____ % Mark-up <input type="checkbox"/> </div>	<div style="text-align: center;"> NET <input type="checkbox"/> - 15 * % Discount <input checked="" type="checkbox"/> + _____ % Mark-up <input type="checkbox"/> </div>	<div style="text-align: center;"> NET <input type="checkbox"/> - 50% Discount <input checked="" type="checkbox"/> + _____ % Mark-up <input type="checkbox"/> </div>	

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-1-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR			BID # 2005-098
BID DATE: FEBRUARY 23, 2005			DEPARTMENT: FIRE
	MED SOURCE SOUTHWEST DALLAS, TX	MEDTRONIC EMERGENCY RESPONSE SYSTEMS REDMOND, WA	MONITECH, INC. RIO RANCHO, NM
PRICE LIST NUMBER: _____ DATED: _____	SEE ATTACHED (EXCLUDES REPLACEMENT PARTS)	US PRICE LIST MAY 1, 2004 LIFEPAK 12 & DISPOSABLE <small>* FIFTEEN PERCENT DISCOUNT APPLIES TO ACCESSORIES AND DISPOSABLES</small>	990166G 7/1/04
FROM PRICE LIST FOR MARKETING LEVEL: WHOLESALE DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____	<div style="border: 1px solid black; width: 20px; height: 20px; margin: 0 auto; text-align: center;">X</div>	<div style="border: 1px solid black; width: 20px; height: 20px; margin: 0 auto;"></div>	<div style="border: 1px solid black; width: 20px; height: 20px; margin: 0 auto; text-align: center;">X</div>
MANUFACTURER'S PRICE LIST DISTRIBUTION:			
O1.	MANUFACTURER	PHILIPS MEDICAL SYSTEMS	MEDTRONIC ERS
	PRICE LIST FORM NUMBER & &/OR DATE		LIFEPAK 12 MAY 1, 2004
O2.	MANUFACTURER		MEDTRONIC ERS
	PRICE LIST FORM NUMBER & &/OR DATE		DISPOSABLES MAY 1, 2004

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-7-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR BID DATE: FEBRUARY 23, 2005			BID # 2005-098 DEPARTMENT: FIRE	
	MED SOURCE SOUTHWEST DALLAS, TX	MEDTRONIC EMERGENCY RESPONSE SYSTEMS REDMOND, WA	MONITECH, INC. RIO RANCHO, NM	
SERVICES ARE SUBJECT TO THE AVAILABILITY OF FUNDING.				
PREVENTIVE MAINTENANCE SERVICES	NOT AVAILABLE/JOB	LIFEPAK 12 AND BATTERY SUPPORT SUPPORT SYSTEM SHIP-IN SERVICE:\$375.00 PER LP12/JOB PLUS FREIGHT CHARGES ON-SITE SERVICE:\$375.00 PER LP12 PLUS \$2500.00 TRAVEL PER JOB	\$250.00/JOB	
REPAIR SERVICE, MONDAY - FRIDAY, 8 AM - 5 PM	\$199.00/HOUR	SHIP IN SERVICE ONLY \$250.00/HOUR PLUS FREIGHT CHARGES	\$130.00/HOUR	
REPAIR SERVICE AFTER HOURS AFTER 5 PM (LOCAL TIME) AND WEEKENDS	\$299.00*/HOUR <small>*SUNDAY & HOLIDAYS \$398/HR. ALL PROVIDED BY PHILIPS FACTORY TECHNICIANS</small>	SHIP IN SERVICE ONLY \$375.00/HOUR PLUS FREIGHT CHARGES	\$130.00/HOUR	
THE CITY AT ITS SOLE DISCRETION MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACTOR FOR: TWELVE ADDITIONAL MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
TWENTY-FOUR ADDITIONAL MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-1-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR BID DATE: FEBRUARY 23, 2005			BID # 2005-098 DEPARTMENT: FIRE	
	MED SOURCE SOUTHWEST DALLAS, TX	MEDTRONIC EMERGENCY RESPONSE SYSTEMS REDMOND, WA	MONITECH, INC. RIO RANCHO, NM	
A. ONE YEAR FROM DATE OF AWARD OF THE CONTRACT.	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	
B. TWO YEARS FROM DATE OF AWARD OF THE CONTRACT.	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	
C. NO OPTION OFFERED.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
PAYMENT TERMS:	NET-30 DAYS	NET-30 DAYS	NET - 30 DAYS	
BIDDER'S PROMISED DELIVERY:	45 CONSECUTIVE DAYS	30-45 CONSECUTIVE DAYS	40 CONSECUTIVE DAYS	
IF THE BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.				

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-1-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR							BID # 2005-098	
BID DATE: FEBRUARY 23, 2005							DEPARTMENT: FIRE	
			ZOLL MEDICAL CORPORATION CHELMSFORD, MA					
PART ONE (ONE TIME PURCHASE)								
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1.	13 EACH	PORTABLE CARDIAC MONITOR/DEFIBRILLATOR, AS PER SPECIFICATIONS	\$13,354.00	\$173,602.00	\$0.00	\$0.00	\$0.00	\$0.00
MANUFACTURER			ZOLL					
MODEL NUMBER			41621311100123000					
OPTIONAL ITEMS (OPTIONAL ITEMS ARE SUBJECT TO THE AVAILABILITY OF FUNDING.)								
O1.	13 EACH	PORTABLE CARDIAC MONITOR/DEFIBRILLATOR, AS PER SPECIFICATIONS (to non-invasive Blood Pressure Monitoring)	\$15,354.00	\$199,602.00	\$0.00	\$0.00	\$0.00	\$0.00
MANUFACTURER			ZOLL					
MODEL NUMBER			41621711100123000					
TRADE-IN ALLOWANCE (OPTIONAL)								
O1.	22 EACH	ZOLL M SERIES CARDIAC MONITOR/DEFIBRILLATORS UNITS ARE IN WORKING CONDITION.	\$13,354.00 TRADE-IN ALLOWANCE PER UNIT		\$0.00 TRADE-IN ALLOWANCE PER UNIT		\$0.00 TRADE-IN ALLOWANCE PER UNIT	
O2.	13 EACH	NON-INVASIVE BLOOD PRESSURE MONITORING			\$0.00		\$0.00	

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-1-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR			BID # 2005-098	
BID DATE: FEBRUARY 23, 2005			DEPARTMENT: FIRE	
		ZOLL MEDICAL CORPORATION CHELMSFORD, MA		
O3.	SERVICE CONTRACTS			
O3-1.	EXTENDED WARRANT FOR 1 YEAR	\$1,120.00/UNIT/YR	\$0.00	\$0.00
O3-2.	EXTENDED WARRANTY FOR 3 YEARS	\$2910.00/UNIT/3 YRS	\$0.00	\$0.00
O3-3.	EXTENDED WARRANT FOR 5 YEARS	\$4740.00/UNIT/5 YRS	\$0.00	\$0.00
O3-4.	PREVENTIVE MAINTENANCE SERVICE FOR 1 YEAR	\$195.00/UNIT/YR	\$0.00	\$0.00
O3-5.	PREVENTIVE MAINTENANCE SERVICE FOR 3 YEARS	\$585.00/UNIT/3 YRS	\$0.00	\$0.00
O3-6.	PREVENTIVE MAINTENANCE SERVICE FOR 5 YEARS	\$975.00/7UNIT/5 YRS	\$0.00	\$0.00
O3-7.	ON-SITE SERVICE PROGRAM FOR 1 YEAR	DEPOT REPAIR - PM ON SITE ONLY	\$0.00	\$0.00

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-1-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR			BID # 2005-098	
BID DATE: FEBRUARY 23, 2005			DEPARTMENT: FIRE	
		ZOLL MEDICAL CORPORATION CHELMSFORD, MA		
O3-8.	ON-SITE SERVICE PROGRAM FOR 3 YEARS	DEPOT REPAIR - PM ON SITE ONLY	\$0.00	\$0.00
O3-9.	ON-SITE SERVICE PROGRAM FOR 5 YEARS	DEPOT REPAIR - PM ON SITE ONLY	\$0.00	\$0.00
<p>THE CITY AT ITS SOLE DISCRETION MAY EXERCISE ANY OPTION TO PURCHASE AN ADDITIONAL QUANTITY OF ITEMS, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.</p> <p>BIDDER OFFERS THE CITY THE OPTION OF PURCHASING ONE HUNDRED PERCENT (100%) OF THE ORIGINAL CONTRACT QUANTITIES, AT THE SAME UNIT PRICE, IF THE OPTION IS EXERCISED WITHIN:</p> <p>A. THIRTY (30) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p> <p>B. SIXTY (60) DAYS FROM DATE OF AWARD OF THE CONTRACT.</p>		<p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p>	<p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p>	<p>YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>YES <input type="checkbox"/> NO <input type="checkbox"/></p>

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 


DATE: 3-7-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR				BID # 2005-098			
BID DATE: FEBRUARY 23, 2005				DEPARTMENT: FIRE			
		ZOLL MEDICAL CORPORATION CHELMSFORD, MA					
C. NINETY (90) DAYS FROM DATE OF AWARD OF THE CONTRACT.		YES <input type="checkbox"/> NO <input type="checkbox"/>		YES <input type="checkbox"/> NO <input type="checkbox"/>		YES <input type="checkbox"/> NO <input type="checkbox"/>	
D. ONE-HUNDRED AND TWENTY (120) DAYS FROM DATE OF AWARD OF THE CONTRACT.		YES <input type="checkbox"/> NO <input type="checkbox"/>		YES <input type="checkbox"/> NO <input type="checkbox"/>		YES <input type="checkbox"/> NO <input type="checkbox"/>	
E. ONE-HUNDRED AND EIGHTY (180) DAYS FROM DATE OF AWARD OF THE CONTRACT.		YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>		YES <input type="checkbox"/> NO <input type="checkbox"/>		YES <input type="checkbox"/> NO <input type="checkbox"/>	
F. NO OPTION OFFERED.		<input type="checkbox"/>		<input type="checkbox"/>		<input type="checkbox"/>	
PAYMENT TERMS:		NET - 30 DAYS					
PART TWO (ITEMS AS REQUIRED)							
ITEM 1.	PARTS AND ACCESSORIES AS NEEDED. ALL AVAILABLE PARTS AND ACCESSORIES FOR THE PORTABLE CARDIAC MONITOR/DEFIBRILLATOR						
PRODUCT MANUFACTURER		ZOLL MEDICAL CORP.					
NET, DISCOUNT, OR MARK-UP PROPOSED FROM THE MANUFACTURER'S PRODUCT PRICE LIST		NET <input type="checkbox"/> - 22% Discount <input checked="" type="checkbox"/> + % Mark-up <input type="checkbox"/>		NET <input type="checkbox"/> - % Discount <input type="checkbox"/> + % Mark-up <input type="checkbox"/>		NET <input type="checkbox"/> - % Discount <input type="checkbox"/> + % Mark-up <input type="checkbox"/>	

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 
 DATE: 3-1-05

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR		BID # 2005-098	
BID DATE: FEBRUARY 23, 2005		DEPARTMENT: FIRE	
	ZOLL MEDICAL CORPORATION CHELMSFORD, MA		
PRICE LIST NUMBER: _____ DATED: _____	2/23/05		
FROM PRICE LIST FOR MARKETING LEVEL: WHOLESALER DISTRIBUTOR JOBBER DEALER RETAILER OTHER _____	<div style="border: 1px solid black; width: 20px; height: 20px; margin: 2px; display: flex; align-items: center; justify-content: center;"> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px; text-align: center;">X</div> </div> MANUFACTURER	<div style="border: 1px solid black; width: 20px; height: 20px; margin: 2px; display: flex; align-items: center; justify-content: center;"> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> </div>	<div style="border: 1px solid black; width: 20px; height: 20px; margin: 2px; display: flex; align-items: center; justify-content: center;"> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> <div style="border: 1px solid black; width: 10px; height: 10px; margin: 1px;"></div> </div>
MANUFACTURER'S PRICE LIST DISTRIBUTION:			
O1.	MANUFACTURER PRICE LIST FORM NUMBER & &/OR DATE	ZOLL MEDICAL CORP. 2/23/05	
O2.	MANUFACTURER PRICE LIST FORM NUMBER & &/OR DATE	ZOLL MEDICAL CORP. 2/23/05	

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-7-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR		BID # 2005-098	
BID DATE: FEBRUARY 23, 2005		DEPARTMENT: FIRE	
	ZOLL MEDICAL CORPORATION CHELMSFORD, MA		
SERVICES ARE SUBJECT TO THE AVAILABILITY OF FUNDING.			
PREVENTIVE MAINTENANCE SERVICES	\$195.00/UNIT/JOB	/JOB	/JOB
REPAIR SERVICE, MONDAY - FRIDAY, 8 AM - 5 PM	\$105.00/HR AFTER 1 YR FACTORY WARRANTY	/HOUR	/HOUR
REPAIR SERVICE AFTER HOURS AFTER 5 PM (LOCAL TIME) AND WEEKENDS	\$105.00/HR AFTER 1 YR FACTORY WARRANTY	/HOUR	/HOUR
THE CITY AT ITS SOLE DISCRETION MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.			
BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACTOR FOR:			
TWELVE ADDITIONAL MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TWENTY-FOUR ADDITIONAL MONTHS UTILIZING THE SAME PRICING STRUCTURE, IF THE OPTION IS EXERCISED WITHIN:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

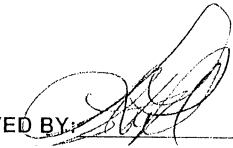
DATE: 3-7-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

CITY OF EL PASO BID TABULATION

BID ITEM: PORTABLE CARDIAC MONITOR/DEFIBRILLATOR BID DATE: FEBRUARY 23, 2005		BID # 2005-098 DEPARTMENT: FIRE	
	ZOLL MEDICAL CORPORATION CHELMSFORD, MA		
A. ONE YEAR FROM DATE OF AWARD OF THE CONTRACT.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>
B. TWO YEARS FROM DATE OF AWARD OF THE CONTRACT.	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>	YES <input type="checkbox"/> NO <input type="checkbox"/>
C. NO OPTION OFFERED.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
PAYMENT TERMS:	NET - 30 DAYS		
BIDDER'S PROMISED DELIVERY:	45 CONSECUTIVE DAYS		
IF THE BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.			
BIDS SOLICITED: 76 BIDS RECEIVED: 4 BIDS LOCAL: 7 NO BIDS: 5			

NOTE: THIS IS A BEST VALUE PROCUREMENT. OTHER FACTORS BESIDES PRICE WILL BE CONSIDERED.

APPROVED BY: 

DATE: 3-1-05

2005-098 PORTABLE CARDIAC MONITOR/DEFIBRILLATOR - FIRE DEPARTMENT

ACCESS CARDIOSYSTEMS
ATTN: ERIC HEER
150 BAKER AVE EXTENSION STE 108
CONCORD, MA 01742

CARDIAC SCIENCE
ATTN: CAROL HOFSMANSTER
1900 MAIN STREET SUITE 700
IRVINE, CA 92614

DEFIBTECH
1200 BOSTON POST ROAD SUITE 207
GUILFORD, CT 06437

MEDTRONIC PHYSIO-CONTROL CORP
ATTN: DAVID ALBRIGHT
11811 WILLOWS ROAD NE
PO BOX 97006
REDMOND, WA 98073-9706

PHILLIPS MEDICAL SYSTEMS
ATTN: MARK CATE
101 W. WEDGEMERE CR.
THE WOODLANDS, TX 77381

ZOLL MEDICAL CORPORATION
269 MILL ROAD
CHELMSBORD, MA 01824-4105

CINTAS FIRST AID & SAFETY
ATTN: TAMI ROBERTS/MATT WILSON
6917 PAMLICO
EL PASO, TX 79912

*A1-ANK
A2-FOE*

TASCOSA TOOL SERVICE INC.
ATTN: ANDY
306 N. FILLMORE
AMARILLO, TX 79107

ATTN: RICHARD TOY
AMERICAN LA FRANCE MEDIC MASTER
8500 PALMETTO COMMERCE PARKWAY
LADSON, SC 29456

PRODUCTS UNLIMITED
ATTN: JANEY ADAMS
P.O. BOX 339
JUSTIN, TX 76247

ATTN: RAUL ESPINOZA
FIT NET PURCHASING ALLIANCE
P.O. BOX 1089
BRENTWOOD, CA 94513

*FREE
label*

ATTN: LAURIE MELNICK
PRIME VENDOR, INC.
4701 WRIGHTSVILLE AVENUE
SUITE #211, BUILDING #3
WILMINGTON, NC 28403-6916

FREE

BOUND TREE MEDICAL LLC
5200 RINGS ROAD
DUBLIN, OH 43017-3557

No Bid

ATTN: TODD BRISTOL
MEDICAL RESEARCH LABORATORIES
1000 ASBURY DRIVE
BUFFALO GROVE, IL 60089

ATTN: AL LOZANO
ALAMO IRON WORKS
P.O. BOX 972296
EL PASO, TX 79997-2296

ATTN: CYNTHIA FITZGERALD
DIMENSIONS MEDICAL SUPPLY GROUP
6901 K AVE #109
PLANO, TEXAS 75074

ATTN: GERALD RAMIREZ
SOUTHEASTERN EMERGENCY EQUIPMENT
9020 MILL VALLEY CIRCLE #142
FORT WORTH, TX 76120

ATTN: GENE SCHERER
DIVAL SAFETY EQUIPMENT
1721 NIAGARA STREET
BUFFALO, NY 14207

CARDIO READY INC.
ATTN: MATTHEW BARRER
122 W. LANCASTER AVE.
READING, PA 19607

ATTN: CATHERINE A. MASTEN
LAERDAL MEDICAL CORPORATION
167 MYERS CORNERS ROAD
WAPPINGERS FALLS, NY 12590

No Bid

ATTN: DORINE TRELLI
MOORE MEDICAL CORPORATION
389 JOHN DOWNEY DRIVE
NEW BRITAIN, CT 06050

no bid

SARAMED
ATTN: CATHY GLEESON
42 SOUTH STREET
GLENS FALLS, NY 12801

ATTN: BRIAN BUCHANAN
U. S. CAVALRY
2855 CENTENNIAL AVENUE
RADCLIFF, KY 40160

MONITECH, INC.
P. O. BOX 15987
RIO RANCHO, NM 87174-5987

LIFE SUPPORT SYSTEMS
ATTN: LAURENCE SMITH
9 STONING CT
DRESHER, PAS 19025-1314

TRI-ANIM HEALTH SERVICES INC.
ATTN: JULIA ONESTO
1575 AVIATION CNTR PKWY 518
DAYTONA BEACH, FL 32114

ATLAS MEDICAL
ATTN: SIDNEY JAMES
5645 HILLCROFT STE. 301
HOUSTON, TX 77036

MATRX MEDICAL
ATTN: ELAINE KEEN
200 GATES RD
BALLENTEINE, SC 29002

ATTN: J. RAUL ESPINOZA
FITNET PURCHASING ALLIANCE
669 TREEHOUSE CIRCLE
SAINT AUGUSTINE, FL 32095-6837

ATTN: JODY VANCE
LONE STAR SAFETY & SUPPLY, INC.
2631 FREEWOOD DRIVE
DALLAS, TX 75220

EMERGENCY MANAGEMENT RESOURCES
ATTN: JOHNATHAN WILSON
P O BOX 740275
DALLAS, TX 75374

WAYEST SAFETY, INC. *AGMR*
ATTN: GENE MARIS
709 W BROAD STREET, SUITE 100-E
FORNEY, TX 75126

EMERGENCY MEDICAL PRODUCTS, INC.
ATTN: BRAD SMITH
1711 PARAMOUNT COURT
WAUKESHA, WI 53186

HENRY SCHEIN INC.
ATTN: LUKE MARCHESE
135 DURYEA RD. M 495
MELVILLE, NY 11747

ATTN: MARTA HENGEL
MEDIC FIRST AID INTERNATIONAL, INC.
500 S. DANEBO
EUGENE, OR 97402

ATTN: BID DEPT. COLLETTE RICE MS 12-S
MEDTRONIC EMERGENCY
RESPONSE SYSTEMS
1181 WILLOWS ROAD NE
REDMOND, WA 98052

M3 MEDICAL
ATTN: JOE MALEY
2394 TABATHA DRIVE
WARRINGTON, PA 18976

PHILLIPS MEDICAL
ATTN: BILL MORFORD
3 MEADOWBROOK CIRCLE
MELISSA, TX 75454

ATTN: STEVEN TABOR
1ST SENIORCARE LLC
16387 SW O'NEILL
TIGARD, OR 97223

ATTN: JOHN SIKORA
FISHER SAFETY
5821J MIDWAY PARK N.E.
ALBUQUERQUE, NM 87109

ATTN: RUSTY WOOD
BANYAN INTERNATIONAL
144 BLUFF CREEK ROAD
WEATHERFORD, TX 76087

ATTN: MAUREEN CONWAY
COMADE, INC.
17915 SKY PARK CIRCLE STE B
IRVINE, CA 92614

TRI-ANIM HEALTH SERVICES, INC.
13170 TELFAIR AVE.
SYLMAR, CA 91342

ATTN: STEVE MINTON
SECURITAS SECURITY
SERVICES USA, INC.
1155 WESTMORELAND STE 201
EL PASO, TX 79925

FRANCISCO J. MORALES
RESCUE PARTNERS
8983 OKEECHOBEE BLVD., STE. 202
WEST PALM BEACH, FL 33411

LIFESAVERS, INC.
759 BLOOMFIELD AVENUE #102
WEST CALDWELL, NJ 07006

No Bid
ZOLL MEDICAL
ATTN: TODD BRIGANCE
5514 3RD ST.
LUBBOCK, TX 79416

MEDTRONIC EMS
604 GLORIA AVENUE
NEW BRAUNFELS, TX 78130

ATLAS MEDICAL SUPPLY, INC.
ATTN: ERYCA HAYWOOD
5645 HILLCROFT, SUITE 301
HOUSTON, TX 77036

PHYSICIO-CONTROL
ATTN: HOLLY STEWART
11811 WILLOWS ROAD NE
P O BOX 97006
REDMOND, WA 98073-9706

MEDISTAT MEDICAL-HALLMARK SALES
ATTN: ALFRED ZORZI
1601 PEACHLEAF
HOUSTON, TX 77039

SAFETY TODAY
ATTN: JEANETTA KREG
2425 SPIEGEL DR., SUITE A
GROVEPORT, OH 43125

ATTN: CAROLE A. DISKIN
CARDIAC SCIENCE, INC.
1900 MAIN ST., SUITE 700
IRVINE, CA 92614

ATTN: JANICE EPOLITO
ZOLL MEDICAL CORPORATION
269 MILLS RD.
CHELMSFORD, MA 01824-4105

TRI-ANIM HEALTH SERVICES INC.
ATTN: JULIA ONESTO
1620 S CLYDE MORRIS BLVD. #210
DAYTONA BEACH, FL 32119

BRIAN SIEGEL
5352 E. THUNDER HAWK ROAD
CAVE CREEK, AZ 85331

KELLY L. RHOADS
2629 PENBROOK AVENUE
HARRISBURG, PA 17103

ATTN: PAUL S. FICK
PHILIPS MEDICAL SYSTEMS
2301 FIFTH AVENUE SUITE 200
SEATTLE, WA 98121

ATTN: ROB SMITH
SAFETY SERVICES NETWORK, INC.
10906 NE 39TH STREET SUITE 5
VANCOUVER, WA 98682

ATTN: ALEX FOSTER
RIVERSIDE MEDICAL SUPPLY
2906 RUBIDOUX BLVD.
RIVERSIDE, CA 92509

ATTN: MICHAEL L. BUTLER
EXECUTIVE PROTECTION SYSTEMS
1834 ROBERTS STREET
WINCHESTER, VA 22601

*** FITNET INTERNATIONAL
669 TREEHOUSE CIRCLE
SAINT AUGUSTINE, FL 32095-6837

ATTN: SIDNEY JAMES
ATLAS MEDICAL SUPPLY, INC.
5645 HILLCROFT, SUITE 301
HOUSTON, TX 77036

ATTN: JAMES SPANN
JS SURGICAL
1321 BOULDER COURT
WOODSTOCK, IL 60098

ATTN: HENRY DURAN
HAGEMEYER NORTH AMERICA
12135 ESTHER LAMA DR STE F-1
EL PASO, TX 79936

ATTN: SOFIA DELOLMO
LARICO MEDICAL SUPPLY
1450 PENDALE ROAD SUITE F
EL PASO, TX 79936

ATTN: SCOTT MARTIN
DIRECTOR OF MEDICAL SALES
PRIDE BUSINESS DEVELOPMENT
15760 VENTURA BLVD. SUITE 1020
ENCINO, CA 91436

ATTN: CARRIE TABOR
1ST SENIORCARE
16387 S.W. O'NEILL
TIGARD, OR 97223

ATTN: LAURIE MELNICK
PRIME VENDOR INC.
4608 CEDAR AVENUE SUITE 106
WILMINGTON, NC 28403

ATTN: DUSTY WARDEN
PROACTION TRAINING CENTER
P. O. BOX 3898
EL PASO, TX 79923

ATTN: LUTA DUNCAN
HAMILTON MEDICAL PRODUCTS, INC.
1152 LANGLEY WAY
RODEO, CA 94572

PRIME VENDOR INC.
ATTN: LAURIE MELNICK
4608 CEDAR AVENUE SUITE 106
WILMINGTON, NC 28403

ATTN: MARK GOODMAN
GOODRUM INTERNATIONAL
2712 W. PORTER #5
FULLERTON, CA 92833

ATTN: CHARLIE INTEBI
NOVA SAFETY PRODUCTS, INC.
2112 WYOMING AVENUE
EL PASO, TX 79903

ATTN: JOHN DOBBS
ALLIED MEDICAL PRODUCTS
3546 ROCKY REEF LANE
BOULDER JUNCTION, WI 54512

LONE STAR SAFETY & SUPPLY
ATTN: PAM SMITHSON
2631 FREEWOOD DRIVE
DALLAS, TX 75220

BID INFORMATION SERVICE
(ALL BIDS ARE ADVERTISED)

BID NET PROCESSING CENTER
PO BOX 5600
ALBANY, NY 12205

GREATER EL PASO CHAMBER OF COMMERCE
ONE CIVIC CENTER PLAZA
EL PASO, TX 79901

EL PASO HISPANIC CHAMBER OF COMMERCE
2829 MONTANA AVE, B-100
EL PASO, TX 79903

EL PASO TIMES NEWSPAPER
CLASSIFIED/LEGAL SECTION
PO BOX 20
EL PASO, TX 79999

CONTRACT OPPORTUNITY CENTER
4791 N. MESA
EL PASO, TX 79902

SAM'S CLUB
7970 NORTH MESA
EL PASO, TX 79932

SUBCONTRACTORS ASSOCIATION
PO BOX 3512
EL PASO, TX 79923

COMMERCE BUSINESS WEEKLY
2626 NORTHEAST #103
EL PASO, TX 79902

BLACK CHAMBER OF COMMERCE
ONE CIVIC CENTER PLAZA
EL PASO, TX 79901